

**METHODS AND SYSTEMS FOR MANAGING BUSINESS  
REPRESENTATIVE DISTRIBUTIONS**

**ABSTRACT OF THE DISCLOSURE**

A geographical distribution of business representatives is managed by their assignment to geographical units. The assignments are stored on a storage device and a graphical interface permits changes in accordance with management determinations. The graphical interface includes a map on which an area is traced to define a closed geographical area. Any geographical units within the closed geographical area are identified. After the geographical units are identified, their stored characteristics are modified in response to an instruction from a user.

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